

Electrolux Professional
Hospitality Laundry

**‘Excellent
hotel service
requires an
excellent
In-House
Laundry.’**



*Federico Pascali, Food & Beverage Manager
The St. Regis Rome*



Electrolux

Improve your service with an In-House Laundry

What's more, you benefit too by saving up to 50% on laundry costs

There are plenty of compelling reasons why hotels keep their laundry solutions in-house. Why not entrust the cleaning of your terry towel, bed linen, tablecloths and napkins to the professionals instead of outsourcing? A value that means more savings and higher quality. The Electrolux Professional in-house laundry solution offers:

- ▶ Noticeably better textile quality for your guests
- ▶ Quick return on investment through low running costs and lowest cost per wash
- ▶ Significant savings all round – in terms of energy, water, detergent and time
- ▶ Specific solutions tailored to individual needs:
 - from an innovative, eco-friendly cleaning service for your guests, to
 - a space savings terry towel laundry to
 - a complete in-house laundry solution giving you full control of every part of the process

Electrolux Professional boasts first-class expertise in laundry solutions, backed up by global leadership. Our customers are profiting from the largest solution variety, software and program flexibility on the market.

Our solutions help hotels all over the world save money and provide their guests with the best possible laundry.



‘To expand our in-house laundry was a total success. The Electrolux Professional solution saves us 4 million SEK every year in comparison to outsourcing.’
Jelena Pavicic, Nordic Hotels

Electrolux Excellence

Excellence is central to everything we do. By anticipating our customers' needs, we strive for Excellence with our people, innovations, solutions and services. Thus making our customers' work and life easier and more profitable.



Unique Service Excellence

Always near.
Always there for you

A reliable, global presence: Electrolux Professional offers the most extensive service network of skilled, authorised partners for daily tasks: installation, spare parts and maintenance. All of them provide an efficient customer service and fast technical assistance. A global service network for prompt, expert advice worldwide.

- ▶ 1,900 authorised service centres
- ▶ More than 20,000 customers serviced every day
- ▶ Over 7,000 expert technicians
- ▶ 44,000 available spare parts in stock
- ▶ Spare parts are available for at least 10 years from the end of production
- ▶ 24–48 hr spare parts delivery worldwide

Electrolux Professional





No two hotels are the same

But they all have one thing in common: they succeed or fail depending on the quality of service they provide. Optimise the overall impression your hotel makes with Electrolux Professional. Choose from a full laundry solution or support in certain areas.

Choose among three different types of laundry solutions:

- ▶ **Full Hospitality Laundry** – 100% quality and cost control
- ▶ **Terry Towel Laundry** – optimise your internal resources and save time and money
- ▶ **Lagoon® Guest Laundry** – eco-friendly delicate garment cleaning. Provides excellent service for both customers and internally for uniforms and interior textiles

Excellence also means: the right solution for every hotel





Full Hospitality Laundry

100 % quality and cost control

Do you have large amounts of different types of laundry to wash every day? Sheets, bed linen, towels, tablecloths, napkins, workwear, uniforms and more? Then a complete in-house laundry is bound to be worth your while.

Add value by saving costs

- ▶ Lowest cost per wash and the best quality results
- ▶ Return on investment within 5 years – including financing and maintenance costs
- ▶ Save time by optimising human resources
- ▶ Always on standby

Add value by boosting quality

- ▶ Better textile quality
- ▶ Less textile replacement thanks to gentler laundry processes
- ▶ Fresher smell and softer to the touch
- ▶ Perfect finishing of bed and table linen, terry towelling, guests' clothes, uniforms etc.





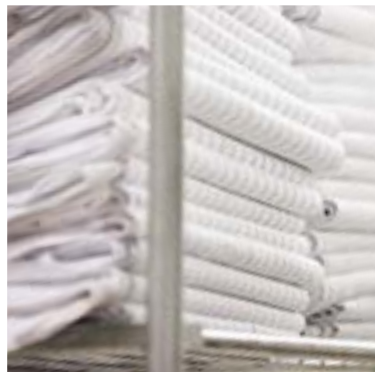
‘Having an in-house laundry makes my job a lot simpler - and means we can offer guests a better service. It’s more flexible and eco-friendly than outsourcing, and the quality’s better, too.’

Tommy Svensson, Laundry operator

Reference Nordic Hotels

High quality design hotels

By upgrading their Full Electrolux Laundry, Nordic Hotels Stockholm achieved tremendous **annual savings of 4 million Swedish kronor** (around €450,000) compared to using linen rental services.



- ▶ One in-house laundry covering two hotels with a total of **542 rooms** between them
- ▶ Both hotels are **fully occupied from Monday to Thursday**, and many guests only stay for one night
- ▶ The hotels choose a full laundry solution right from the start to ensure **best quality and low utility costs**
- ▶ The laundry staff work during the day on a **three-shift rota**
- ▶ **Laundry equipment**
 - Washers:** 7 washers with a capacity of up to 45 kg linen/hour each (cotton)
 - Dryers:** 2 dryers with a capacity of up to 90 kg linen/hour each (cotton)
 - Ironers:** Full ironing line with single-station feeder and folder with a capacity of 385 kg linen/hour



Terry Towel Laundry – especially for spa hotels

Optimise your internal resources and save time and money

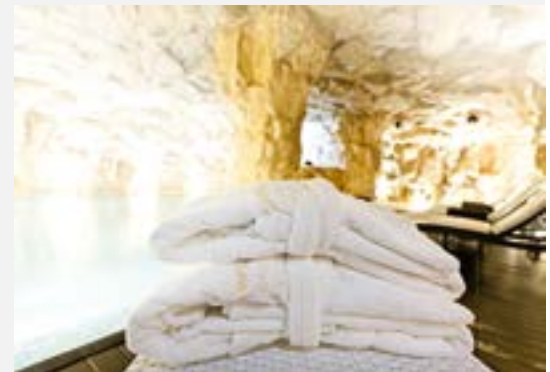
Don't have much space? No problem: a small room, electricity, water, drainage and adequate ventilation are all you need to start your own in-house laundry and save costs on terry towelling.

Add value by saving costs

- ▶ Lower running costs than using an external laundry
- ▶ Return on investment within 2 years – including financing* and maintenance costs
- ▶ Save time by optimising human resources
- ▶ Terry towelling always available

Add value by boosting quality

- ▶ Better towel quality
- ▶ Gentle cleaning and perfect drying – so less repurchasing needed
- ▶ Fresher smell and softer to the touch



* Financing solutions could vary between countries



‘Our Electrolux terry towel laundry hardly takes up any space. It’s so easy to operate and fits seamlessly into our workflows, so combining it with other tasks is no problem. And our guests love it too – they comment on how soft our towels and dressing gowns are, and how good they smell.’

Gabriela Datli, Laundry Responsible

Reference L’Antico Uliveto

Farmhouse spa hotel

With an Electrolux in-house terry towel solution, L’Antico Uliveto was able to **preserve the quality** of its terry towels and dressing gowns, **lower costs,** and **retain control of all processes.**



- ▶ Farmhouse spa hotel with **20 rooms**
- ▶ Guests generally stay for several nights
- ▶ The spa is also open to the public, and as such, **daily terry towel use is very high**
- ▶ After outsourcing all laundry services for several years, **L’Antico Uliveto became dissatisfied with the high costs** and decided to switch to an in-house terry towel laundry
- ▶ The laundry manager runs the laundry **during the day alongside other duties**
- ▶ **Laundry equipment**
 - Washer:** 1 machine with a capacity of 20 kg linen/hour (cotton)
 - Dryer:** 1 machine with a capacity of 61 kg linen/hour (cotton)



Lagoon® Guest Laundry

Washes greener and more gently



Do you offer your guests a cleaning service through an external provider? Choose instead a solution that's more efficient, flexible and eco-friendly – not to mention quicker and more gentle to the garment. Add value with Lagoon®, the first and only Wet-cleaning system to be approved by The Woolmark Company.

Add value by boosting flexibility

- ▶ Unlike ordinary dry cleaning, Lagoon® can clean even delicate items such as suits, woolen blankets, soft furnishings, cushion covers, bed quilts and curtains. It can also clean regular guest laundry and uniforms, or even linen and towels

Add value by delivering superior cleaning results

- ▶ Lagoon® is effective for a wide variety of textiles. Through its use of mild, gentle chemicals, fabrics come out softer, smelling fresh, and with brighter colours

Add value by improving eco-friendliness and safety

- ▶ Lagoon® is the green alternative to dry-cleaning
- ▶ Special biodegradable detergent
- ▶ Staff and customers are never exposed to harsh chemicals
- ▶ Easy to install – no licence needed

Add value by being able to process more laundry

- ▶ Turn your Lagoon® guest laundry into a profit centre! ...by offering your cleaning service not just to guests, but to businesses in the neighbourhood. Examples: Bellevue Manila, Shangri La Manila EDSA etc.



Electrolux Lagoon® solution

Laundry equipment

Interior textiles as curtains and cushions are perfect to clean in addition to caring for your guests delicate clothes and your staff uniforms. The result speaks for it self – Fabrics are softer to the touch, colors are brighter and the smell is always fresh! A five-star solution for a five-star hotel!



► Lagoon® solution

Washer: W5180H Lagoon®
 Dryer: T5350 Lagoon®
 Drying Cabinet: FC48
 Spotting Table: FSU1
 Trouser Topper: FTT1
 Shirt Finisher: FSF2
 Ironing Table: FIT2WC

Excellence for your Hospitality Laundry



The best customising

with Clarus Control®

- ▶ Fully programmable with up to 194 programs for optimal laundry



The best utility cost optimisation

with Compass Pro®

- ▶ Flexible and customisable
- ▶ Up to 55 programs available (15 own made)



Excellent user-friendliness

thanks to Smart Interface for IC series

- ▶ Ensures full control over the process and consistent quality



Total cost control

thanks to Certus Management™ Information System

- ▶ Boosts savings and profitability
- ▶ Enables process validation



Easy download of programs

with Laundry Program Manager

- ▶ Create custom programs on your PC
- ▶ Transfer to machines via memory card (Clarus Control®) or USB cable (Compass Pro®)



Most kg washed and dried/m²

with W555H + T5130

- ▶ Up to 40% smaller in comparison to some competitors similar 30,000 cycles machines

Technological Excellence makes the difference

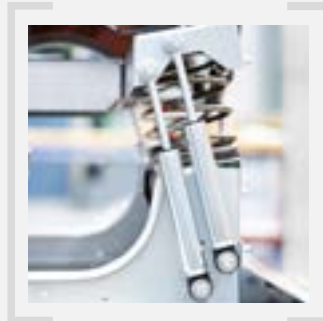
Washer



Cost savings in water and energy

thanks to the Automatic Saving System

- ▶ Up to 50% water savings for half load
- ▶ Energy savings due to less water to heat



Maximum dewatering

with Power Balance for faster drying

- ▶ Lower maintenance costs, longer lifetime
- ▶ Less noise from vibrations



Best ergonomy prevents occupational injuries

Tilting forward and backward

- ▶ Fast load and unload of big volumes

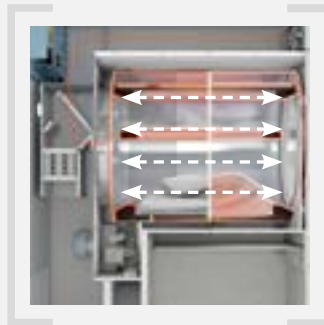


Faster wash cycle

with drum Speed Soak

- ▶ Shortens wash cycle times
- ▶ Speeds up soaking process

Dryer



Highest productivity

thanks to Residual Moisture Control

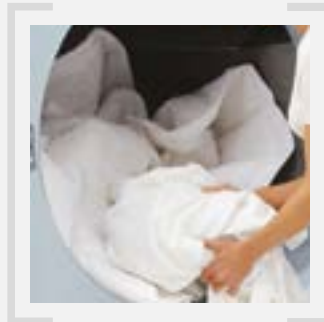
- ▶ Measures the exact moisture content throughout the whole process



Time optimisation

with Drum Speed Control

- ▶ Reduces energy consumption
- ▶ Controls free fall of garments in air flow



Faster loading and unloading

with large and ergonomic door

- ▶ Optimal sized door



Time savings in finishing

with Reversing Drum Action

- ▶ Prevents tangling and reduces creasing of large items

Ironer



Save time and human resources

thanks to Automatic Feeding

- ▶ Finish your largest items with only one operator!



30% more output

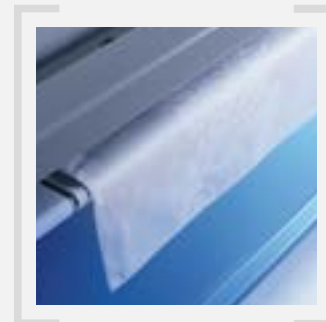
with Dubixium™ multilayer cylinder

- ▶ Efficiency of steam
- ▶ Guaranteed maximum profitability



Always excellent quality and increased productivity

with Direct Ironer Advanced Moisture Management System



Perfect finishing results

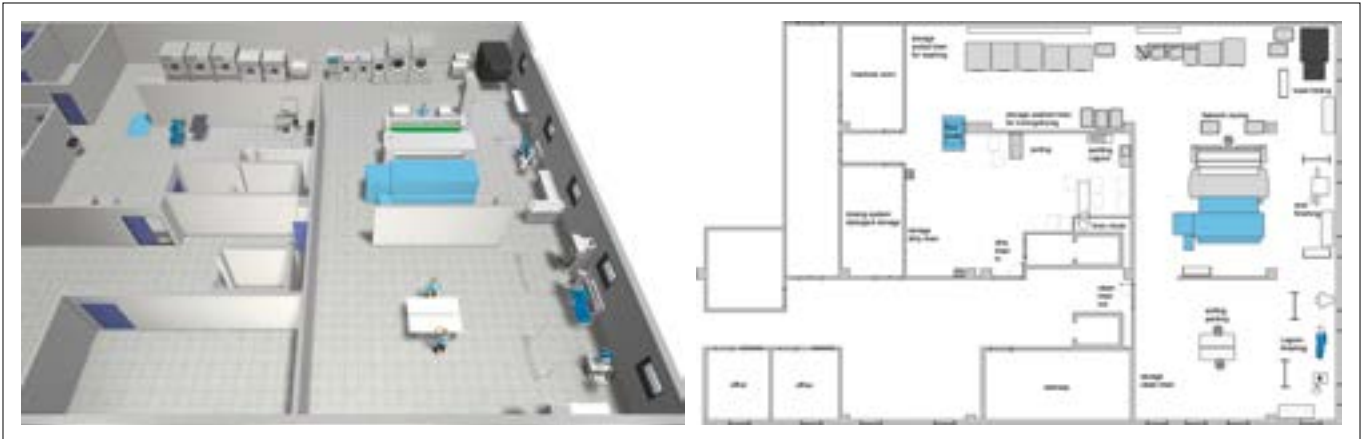
thanks to Full Automatic Folding

- ▶ Automatically measures each item for perfect fold

Meet our solutions all over the world

At Electrolux, we're experts in hospitality, as our long history as a solution provider to leading hotels around the world proves. We help hotels offer an outstanding food and laundry service that reflect their high quality standard to their customers.





Example of a 345 room full hotel laundry showing equipment in a preferred linen flow.

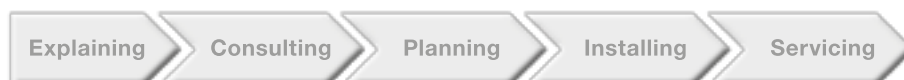
Tailor-made solutions

Whatever your business requires – any kind of hospitality laundry – we design the most innovative and efficient solution to fit your needs.

With innovative planning tools, our laundry experts will simulate any kind of configuration and provide you with a virtual reality draft.

Consultative approach

We are your partner throughout the entire process.





Electrolux

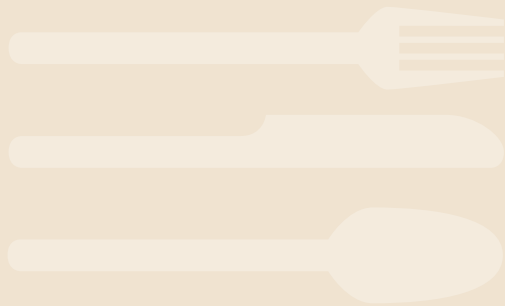
Electrolux Professional Hospitality Laundry

In-House Laundry Solutions

Consumer-Operated Laundry Solutions

Commercial Laundry Solutions

Hygiene Laundry Solutions



Excellence with the environment in mind

Electrolux Professional solutions perfectly match the customers' needs, including the areas of reliability, cost efficiency and sustainability. The products are the best in terms of quality – durability with low running costs. Some installations have been running for more than 40 years!

- ▶ All Electrolux factories are ISO 14001-certified
- ▶ All Electrolux Professional products are designed for low water, energy and detergent consumption, and for low emissions into the environment
- ▶ All Electrolux Professional products are ROHS-compliant and over 95 % recyclable
- ▶ All units are quality tested, piece by piece, and all of the functions are singularly checked by expert technicians
- ▶ In the last five years, more than 70% of Electrolux Professional solutions have been updated with features that are always designed with the needs of customers and environmental considerations in mind



**Discover the Electrolux Excellence
and share more of our thinking at
www.electrolux.com/professional**